CONSOLIDATED + COMBINED

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Point Foundation
Financial Statements
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CONSOLIDATED

	Current Month Amount	%	Year To Date Amount	%
INCOME STATEMENT				
SALES & ROYALTY INCOME:				
Sales - Subscriptions	35,312.34 ✓	53.98	282,529.52	45.18
Sales - Back Issues	679.40 ✓	1.04	2,692.71	0.43
Sales - Mailing List	610.12 ✓	0.93	12,742.52	2.04
Sales - Direct Distribution	7,261.30 ✓	11.10	54,093.25	8.65
Sales - Warner (natl news)	3,526.38 ✓	5.39	48,584.94	7.77
Book Sales:	2,562.12 ✓	3.92	11,940.51	1.91
Royalty Income:	10,000.00 ✓	15.29	127,500.00	20.39
Production Monies:	0.00	0.00	50,000.00	8.00
Change in Sub Liability	0.00	0.00	-78,084.34	-12.49
INCOME SUBTOTAL	59,951.66	91.65	511,999.21	81.88
OTHER INCOME:				
Chronicle Income	2,200.00 ✓	3.36	23,650.00	3.78
Unclassifieds	231.00 ✓	0.35	3,425.75	0.55
Misc Royalties	294.30 ✓	0.45	2,185.31	0.35
Apple Income	0.00	0.00	50,000.00	8.00
Contributions	509.00 ✓	0.78	8,456.49	1.35
Interest Income	226.94 ✓	0.35	3,976.50	0.64
Miscellaneous Income	0.00	0.00	1,881.25	0.30
TOTAL OTHER INCOME	3,461.24	5.29	93,575.30	14.96
Grants Income	2,000.00	3.06	19,750.00	3.16
TOTAL REVENUE	65,412.90	100.00	625,324.51	100.00
COST OF SALES:				
Circulation Pay:	-4,241.04	-6.48	-39,105.74	-6.25
Sub Fulfillment	-4,875.27	-7.45	-49,139.54	-7.86
Circulation Promo:	-4,886.43	-7.47	-38,904.87	-6.22
Credit Card Discount	-17.81	-0.03	-1,275.24	-0.20
Direct Distributon.	-17.94	-0.03	-4,505.41	-0.72
Natl Newsstand (Warner)	-83.75	-0.13	-8,528.83	-1.36
Printing Magazine	0.00	0.00	-68,937.78	-11.02
Mailing List Fulfill	-96.32 ✓	-0.15	-1,964.79	-0.31
Editorial Pay:	-4,713.34	-7.21	-43,265.43	-6.92
Writers/Contributors	0.00	0.00	-21,800.00	-3.49
Misc Edit Expenses	-252.10	-0.39	-2,209.22	-0.35
Computer Networks	0.00	0.00	-176.17	-0.03
Pre-Press	-217.25	-0.33	-13,410.91	-2.14
Research Pay:	-1,728.00	-2.64	-16,268.38	-2.60
Research Expense	0.00	0.00	-1,335.87	-0.21
Production Pay:	-5,370.00	-8.21	-46,710.55	-7.47
Outside Production Work	-614.92	-0.94	-3,790.04	-0.61
Production Supplies	0.00	0.00	-3,327.33	-0.53
Apple Project:	0.00	0.00	-22,780.21	-3.64
Signal Book Project:	(-3,000.00)	-4.59	-51,059.61	-8.17
Fringes Project:	0.00	0.00	-33,533.12	-5.36
CD-ROM Project:	-10,765.56 ✓	-16.46	-108,031.28	-17.28

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	Current Month Amount	%	Year To Date Amount	%
Purchases - Books:	-432.00✓	-0.66	-2,932.80	-0.47
Fulfillment - Books:	-126.17✓	-0.19	-1,024.17	-0.16
Chronicle Expenses	-1,810.00✓	-2.77	-19,064.30	-3.05
TOTAL COST OF SALES	43,248.00	66.12	603,084.19	96.44
GROSS MARGIN	22,164.30	33.88	22,240.32	3.56
GENERAL & ADMINIST. EXPENSE:				
Office Pay:	-2,991.00	-4.57	-26,402.24	-4.22
Pub/Administrative Pay:	-1,333.34	-2.04	-9,756.72	-1.56
Insurance:	-728.43	-1.11	-3,151.53	-0.50
Paid Vacation Expense	-1,152.00	-1.76	-4,804.00	-0.77
Kaiser Health Plan	-276.57	-0.42	-2,923.74	-0.47
Taxes - Other	0.00	0.00	-1,980.92	-0.32
Taxes - Payroll	-1,660.77	-2.54	-24,818.87	-3.97
Office/Computer Supplies	-402.83	-0.62	-5,071.23	-0.81
Equip Rent/Maint/Spls	-563.64	-0.86	-5,937.22	-0.95
Telephone	-516.38	-0.79	-7,483.86	-1.20
Postage	-560.55	-0.86	-7,697.23	-1.23
Rent + Bldg Maint:	-3,333.67	-5.10	-32,187.27	-5.15
Utilities	-429.71	-0.66	-4,347.85	-0.70
Legal/Profsl/Copyright	* (3,000.00)	4.59	-522.00	-0.08
Interest + Penalties	-240.03	-0.37	-2,312.71	-0.37
Bank Service Fees	-54.00	-0.08	-1,248.20	-0.20
Misc Expense	-22.46	-0.03	-1,691.13	-0.27
Prior Yr Exp + Adj	0.00	0.00	719.02	0.11
WELL repay expenses	300.00	0.46	3,000.00	0.48
TOTAL GEN. & ADMIN. EXPENSE	10,965.38	16.76	138,617.70	22.17
Grants Expense	-2,000.00	-3.06	-19,750.00	-3.16
CHANGE IN FUND BALANCE	9,199.52	14.06	-136,127.38	-21.77

* This was just a JE to reclassify a Signal Expense.

COMBINED

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INCOME STATEMENT				
SALES & ROYALTY INCOME:				
Sales - Subscriptions	35,312.34	53.38	282,529.52	45.18
Sales - Back Issues	679.40	1.04	2,692.71	0.43
Sales - Mailing List	610.12	0.93	12,742.52	2.04
Sales - Direct Distribution	7,261.30	11.10	54,033.25	8.65
Sales - Warner (natl news)	3,526.38	5.39	48,584.34	7.77
EWEC Income	1,128.22	1.72	9,112.71	1.46
WESC Income	30.00	0.05	407.00	0.07
Best of CD Income	20.00	0.03	350.00	0.06
Media Lab Income	0.00	0.00	341.00	0.05
Signal Book Income	1,370.90	2.10	1,716.90	0.27
Fringes Income	13.00	0.02	13.00	0.00
Signal Royalties	0.00	0.00	40,000.00	6.40
Fringes Royalties	0.00	0.00	20,000.00	3.20
CD-ROM Royalties	10,000.00	15.29	67,500.00	10.79
Signal Production Money	0.00	0.00	25,000.00	4.00
Fringes Production Money	0.00	0.00	12,500.00	2.00
CD-ROM Production Money	0.00	0.00	12,500.00	2.00
Change in Sub Liability	0.00	0.00	-78,084.34	-12.49
INCOME SUBTOTAL	59,951.66	91.65	511,939.21	81.88
OTHER INCOME:				
Chronicle Income	2,200.00	3.36	23,650.00	3.78
Unclassifieds	231.00	0.35	3,425.75	0.55
Misc Royalties	294.30	0.45	2,185.31	0.35
Apple Income	0.00	0.00	50,000.00	8.00
Contributions	509.00	0.78	8,456.49	1.35
Interest Income	226.94	0.35	3,976.50	0.64
Miscellaneous Income	0.00	0.00	1,881.25	0.30
TOTAL OTHER INCOME	3,461.24	5.29	93,575.30	14.96
Grants Income	2,000.00	3.06	19,750.00	3.16
TOTAL REVENUE	65,412.90	100.00	625,324.51	100.00
COST OF SALES:				
Circulation Salaries	-4,241.04	-6.48	-39,105.74	-6.25
Sub Fulfillment	-1,282.22	-1.96	-29,224.36	-4.67
MacSub Fulfillment	-209.05	-0.32	-4,189.18	-0.67
MacSub Fulfillment-Salaries	-3,384.00	-5.17	-15,726.00	-2.51
Misc Circ Promo	-1,012.45	-1.55	-10,387.72	-1.69
Renewals	-1,542.98	-2.36	-14,955.76	-2.39
Direct Mail	-2,331.00	-3.56	-2,345.47	-0.38
Inserts	0.00	0.00	-8,225.38	-1.32
Billing	0.00	0.00	-2,790.54	-0.45
Credit Card Discount	-17.81	-0.03	-1,275.24	-0.20
Direct Distributor	-17.94	-0.03	-4,505.41	-0.72
Natl Newsstand (Warner)	-83.75	-0.13	-8,528.83	-1.36
Printing Magazine	0.00	0.00	-68,937.78	-11.02

	Current Month Amount	Current Month %	Year To Date Amount	Year To Date %
Mailing List Fulfill	-96.32	-0.15	-1,364.79	-0.31
Editorial Salaries	-4,713.34	-7.21	-42,866.43	-6.86
Editorial OPS	0.00	0.00	-400.00	-0.06
Writers/Contributors	0.00	0.00	-21,800.00	-3.49
Misc Edit Expenses	-252.10	-0.39	-2,209.22	-0.35
Computer Networks	0.00	0.00	-176.17	-0.03
Pre-Press	-217.25	-0.33	-13,410.91	-2.14
Research Salaries	-1,728.00	-2.64	-15,982.75	-2.56
Research OPS	0.00	0.00	-285.63	-0.05
Research Expense	0.00	0.00	-1,336.87	-0.21
Production Salaries	-5,370.00	-8.21	-46,672.25	-7.46
Production OPS	0.00	0.00	-38.30	-0.01
Outside Production Work	-614.92	-0.94	-3,790.04	-0.61
Production Supplies	0.00	0.00	-3,327.33	-0.53
Apple Salaries	0.00	0.00	-20,035.96	-3.20
Apple OPS	0.00	0.00	-1,232.00	-0.20
Apple Expenses	0.00	0.00	-1,512.25	-0.24
Signal Salaries	0.00	0.00	-34,877.13	-5.58
Signal OPS	0.00	0.00	-1,523.25	-0.24
Signal Expenses	-3,000.00	-4.59	-14,659.17	-2.34
Fringes OPS	0.00	0.00	-30,000.00	-4.80
Fringes Expenses	0.00	0.00	-3,533.12	-0.57
CD-ROM Salaries	-8,664.00	-13.25	-90,670.29	-14.50
CD-ROM OPS	-77.00	-0.12	-1,584.00	-0.25
CD-ROM Expenses	-2,024.66	-3.10	-15,776.99	-2.52
Buy EWEC's	-432.00	-0.66	-2,772.80	-0.44
Buy WESC's	0.00	0.00	-160.00	-0.03
Fulfill EWEC	-126.17	-0.19	-1,024.17	-0.16
Chronicle Expenses	-1,810.00	-2.77	-19,054.50	-3.05
TOTAL COST OF SALES	43,248.00	66.12	603,084.19	96.44
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Office Salaries	-2,991.00	-4.57	-26,402.24	-4.22
Pub/Admin Salaries	-1,333.34	-2.04	-8,991.72	-1.44
Pub/Admin Pre-Project	0.00	0.00	-765.00	-0.12
Insurance - Workers Comp	0.00	0.00	-1,851.08	-0.30
Insurance - Other	-728.43	-1.11	-1,300.45	-0.21
Paid Vacation Expense	-1,152.00	-1.76	-4,804.00	-0.77
Kaiser Health Plan	-276.57	-0.42	-2,923.74	-0.47
Taxes - Other	0.00	0.00	-1,980.92	-0.32
Taxes - Payroll	-1,650.77	-2.54	-24,818.87	-3.97
Office/Computer Supplies	-402.83	-0.62	-5,071.23	-0.81
Equip Rent/Maint/Sols	-563.64	-0.86	-5,937.22	-0.95
Telephone	-516.38	-0.79	-7,483.86	-1.20
Postage	-560.55	-0.85	-7,697.23	-1.23
Container Rent	-200.00	-0.31	-2,000.00	-0.32
Building Rent	-3,017.00	-4.61	-29,214.00	-4.67
Maintenance	-116.67	-0.18	-973.27	-0.16
Utilities	-428.71	-0.66	-4,347.85	-0.70

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Legal/Profsl/Copyright	3,000.00	4.59	-522.00	-0.08
Interest + Penalties	-240.03	-0.37	-2,312.71	-0.37
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ASSETS

CURRENT ASSETS:	
Cash - WestAmerica Bank	13,087.60
Cash-Wells Fargo/Mill Valley	284.23
Petty Cash	71.93
Cash/CD-1st Nationwide Bank	10,119.83
TOTAL CASH IN BANK	23,563.79
A/R - Distributor	22,348.77
A/R - Mailing List	3,586.02
A/R - Miscellaneous	802.22
A/R - The Well	630.08
A/R - Chronicle	2,200.00
A/R - Employee Kaiser	432.52
A/R - Employee	1,221.05
TOTAL ACCOUNTS RECEIVABLE	31,220.67
Inventory - WER	1,575.00
TOTAL INVENTORY	1,575.00
TOTAL CURRENT ASSETS	62,359.46
FIXED ASSETS:	
Furniture & Equipment	187,042.12
TOTAL FIXED ASSETS	187,042.12
Accumulated Depreciation(Cr)	-100,940.00
FIXED ASSETS (LESS DEPR.)	86,102.12
OTHER ASSETS:	
Investments: Zomeworks	30,000.10
Reserve for Losses	-27,600.10
Investments: The WELL	9,500.00
Deposits	125.00
Prepaid Taxes	770.00
Prepaid Expense	516.96
Suspense	428.14
TOTAL OTHER ASSETS	13,740.10
TOTAL ASSETS	162,201.68

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LIABILITIES & EQUITY

CURRENT LIABILITIES:	
A/P - Trade	27,426.41
A/P - The Well	3,585.81
A/P - Chronicle	610.00
Contracts Payable - Current	547.03
SWT Payable	326.76
SDI Payable	163.36
FWT Payable	1,777.06
FICA Payable	2,429.67
TOTAL CURRENT LIABILITIES	36,876.10
LONG TERM LIABILITIES:	
Contract Payable - Long Term	18,608.60
Notes Payable - Long Term	20,000.00
Sub Advances - Long Term	378,354.16
NWEC/Random House L-TPayable	48,396.43
TOTAL LONG TERM LIABILITIES	466,359.19
TOTAL LIABILITIES	503,235.29
Fund Surplus Beginning	-204,906.23
INCREASE/(DECREASE) IN FUND	-136,127.38
TOTAL LIABILITIES & EQUITY	162,201.68